

Subject: [Fwd: Scorekeeper Photo]
Date: Fri, 28 Sep 2001 14:20:05 -0700
From: GIL CARRILLO <gilglobe@swbell.net>
Organization: Southwestern Bell Internet Services
To: WILSON John Lyons <jlyons@wilsonsports.net>

Exhibit (2)

John:

Here is a mail I sent answering some questions on Wednesday. I have not gotten anything since.

Gil

Subject: Re: Scorekeeper Photo
Date: Wed, 26 Sep 2001 09:10:49 -0700
From: GIL CARRILLO <gilglobe@swbell.net>
Organization: Southwestern Bell Internet Services
To: John Lyons/Racq/Wilson <JLyons@wilsonsports.net>

John:

Thanks for the reply. Here are the answers to your questions:

1. We envision 3 markets: (1) Clubs and resorts, (2) High school and college teams, and (3) Individuals that play on public courts, or have home courts..

(1) Clubs and Resorts would have the high end model with lots of bells and whistles, and charge an extra dollar or so per player for the use of the scoreboard and recover the cost quickly plus derive an income stream. This would also serve as an enhancement of the club's services to its membership or for visitors at a resort. We estimate a manufacturing cost of \$ 400.00 to \$ 500.00 dollars per unit.

(2) School teams would be offered a no-frills model, marketed to tennis coaches that need to follow a lot of their players games on many courts. Spectators/fans also like this highly visible way of following the score.

(We have used it at various USTA tournaments with great response) Sponsor's advertising on the units or booster clubs could help defray the cost to schools. Our research* with coaches showed a high level of interest in these

units because they also eliminate a lot of game disruptions from scoring disputes among the players, and allow them to focus on their game, not trying to remember the score.

This model would have a manufacturing cost of \$ 300.00 to \$ 400.00 per unit.

*Tennis coaches convention, Tampa, Florida.

(3) The individual model would be a simple 4 digit model (using the 1,2,3, scoring system rather than 15, 30, 40), keeping game and set score only.